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SIPDIS

DEPT FOR NP/NDF - RSMITH AND BBAKER

SENSITIVE

E.O. 12958: N/A

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SUBJECT: Tracker Demonstration for GOT

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**¶1. (SBU) SUMMARY:** On February 11, a US team presented a demonstration of the Tracker system to about fifteen Turkish export control officials. The officials expressed interest in evaluating Tracker for possible use, but said they would need to discuss the matter internally before replying formally through the US Embassy in Ankara. END SUMMARY.

**¶2. (SBU)** A Turkish delegation led by Ali Riza Oktay, head of department in the Exports General Directorate of the Foreign Trade Undersecretariat, attended the October 2003 Tracker Workshop in Oxford, England. Oktay indicated at the time that he would be preparing a report on the Workshop and would recommend that his government further explore the possibility of using Tracker as its export licensing system. Follow-on contacts by Econoff led to an invitation to a US team to demonstrate Tracker to a broader group of Turkish export control officials.

**¶3. (U)** A three-person U.S. team visited Ankara February 11-12 to provide the demonstration. It included Raymond Smith, Senior Negotiator, NP/NDF, and Russ Bailey and John Parker, FGM, Inc. Foreign Trade hosted the three-hour demonstration, which was attended by officials from the Undersecretariats of Foreign Trade and Customs, as well as the Ministries of Foreign Affairs and National Defense. Econoff also attended the demonstration and took part in the discussions.

**¶4. (U)** Smith introduced the demonstration by giving an overview of the Tracker program and how it fit into the mission of the NDF and of U.S. efforts to limit the spread of WMD. Bailey demonstrated many of the features of the system that can make it an effective tool for careful analysis of questionable trade transactions. He then demonstrated its efficiency by processing a simple export license application from initial data entry to printing of the export license in less than ten minutes.

**¶5. (SBU)** Responding to a question on IT security, the US team said that Tracker was compatible with a variety of security applications, ranging from encryption to closed networks. The decision on the type of security necessary in each country had deliberately been left to the countries themselves. A Ministry of Defense official asked about Tracker's capability to create reports from the information in its database. Bailey demonstrated this capability.

**¶6. (SBU)** In response to a question from the Turkish delegation, Smith discussed next steps in implementing Tracker. He said that there would need to be a signed document, usually an MOU, between the two governments laying out the objectives of the program and their individual undertakings. Noting that the U.S. and Turkish Governments had been negotiating a broader MOU on export control and border security issues for more than a year, Smith said the Tracker program could be covered through an implementing document under this umbrella MOU, when completed. He pointed out that this document would not obligate the Turkish government to adopt the Tracker system; rather, the Turkish government would undertake to conduct a thorough evaluation of the system and adopt the system if the evaluation were positive. Following signature of the document, the US would send a team to Ankara to make a detailed analysis of the Turkish export licensing process so as to develop an effective implementation plan. In response to a question on how long this would take, Smith said that the lengthiest part of the process was normally the receiving government's review of the MOU or implementing

document, which often took six to twelve months. He added that following signature of the Tracker MOU, he would expect to have an evaluation team in Ankara within three months and installation of and training on the system within six months.

¶ 17. (SBU) In discussions among themselves around the table, the Turkish officials agreed to meet further to discuss whether and how to move ahead. They discussed placement of the Tracker server, a problem in that the Ministry of Defense and the Foreign Trade Undersecretariat had responsibilities for entirely different sets of commodities. Oktay asked Smith in an aside whether two servers and two networks could be set up to handle the dual-use, munitions dichotomy. Smith said that this could be considered.

¶ 18. (U) The demonstration ended with agreement that, following internal discussions, the Turkish government would respond through the Embassy. Edelman